

## Director of Trade Relations

Full Time - Remote (Based on East Coast)

### Job Summary

The Director of Trade Relations will play an essential role in the innovation and implementation of the trade and distribution strategy for the Theratechnologies product line. The role will have accountability for developing and leading negotiations on trade contracts. The Director of Trade Relations will be responsible for developing business relationships with appropriate individuals within each Trade account. They will also be responsible for developing, maintaining, and executing Trade customer business plans that deliver on the distribution Agreements. The Director of Trade Relations will also be accountable for working with Commercial Operations to assist with any product issues that may arise.

### Key Responsibilities

- Drive strategic initiatives to maximize channel partner opportunities across Theratechnologies, Inc. portfolio to achieve performance goals for distribution partners.
- Establishes multi-level relationships with assigned customer base and through quarterly business reviews with key customers.
- Negotiate and manage contractual agreements with wholesalers, specialty pharmacies, distributors, and other potential channel partners.
- Build relationships with the major wholesalers and pharmaceutical retail chains to ensure that they are informed about the company's products and pricing
- Supports day-to-day activities with wholesaler distribution partners to ensure effective and efficient distribution to the end-user customer.
- Analyze and understand the local environment, and align Theratechnologies U.S., Inc.'s priorities to create Trade customer plans that deliver activities that contribute to the defined business objectives.
- Monitor Trade customers' adherence to Distribution Services Agreements and take action as appropriate (monitor customer contacts, plan execution, service fees, distribution service value, and market share).
- Review and monitor daily Trade Sales to ensure purchases are aligned with demand.
- Review and monitor Trade customer returns to ensure they only occur per Theratechnologies, Inc. Returns Policy.
- Maintain open communication throughout the organization, especially regarding cross-region and cross-functional customer efforts.
- Provides insight on channel trends and monitor distribution service to ensure optimal performance
- Exercise sound judgment and oversight to ensure integrity and compliance with company policies in all activities and communications.
- Adhere to relevant regulatory and compliance guidelines and Company policies.
- Attend/staff/participate in meetings and/or conferences as requested by management.

## Qualifications Required

- Bachelor's degree required
- 8+ years of pharmaceutical industry experience.
- 5+ years of successful experience in management in the pharmaceutical industry (contracting and negotiation experience required).
- Strong interpersonal skills and the ability to develop strong working relationships and work collaboratively.
- Proven success in driving sales through effective account development and implementation
- Ability to influence and lead cross-functionally
- Conflict resolution and problem-solving skills
- Experience in establishing high-level customer relationships
- Experience in Microsoft Office products and Salesforce.com (or other CRM)
- Strong customer focus (internal and external)
- Able to prioritize and manage multiple projects
- Strong communication & presentation skills
- Ability to work in a fast-paced highly visible and dynamic environment is critical
- Ability to work effectively with ambiguity and incomplete information
- Valid State Driver's license with proof of state minimum vehicle insurance

## Personal Qualities For All Staff

- Ability to set goals and deliver agreed objectives under tight timelines
- Ability to prioritize
- Ability to generate ideas and find solutions
- Ability to work both alone and in a team
- Team spirit and tendency to help each other
- Versatility and flexibility
- Exceptional organizational skills
- Ability to assemble and lead cross-functional teams toward a shared vision of success

### Travel Requirements:

Ability and willingness to conduct field travel, as well as to travel to sales meetings, client sites, etc. including overnight travel (>50%)

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.

### What Thera offers -

Flexible workplace	401k Program	Language Courses	Health Insurance
Referral Program	Care & Sick Days	Paid Vacation	Stock Option Plan

